

Message Text

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SUBJECT: PRIVATE TRADE OPPORTUNITY

1. 753/04/P0012

2. 031676

3. D. JENSEN

4. 753 NIGERIA

5. IDR

6A. REPLY TO --

6B. MR. F. O. O. E. ANYADIKE

6C. POSTS AND TELECOMMUNICATIONS DEPARTMENT
KADUNA, NIGERIA

7. CABLE --; TEL 062-42440

8. CO. REF. --

9. 102

10. 3661236-0010. TELEPHONE SETS.
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THE BOARD OF DIRECTORS OF A NEWLY REGISTERED COMPANY,

TEMCON (NIG.) ELECTRICAL MANUFACTURING COMPANY, WISHES TO COMMENCE ITS OPERATION BY ASSEMBLING TELEPHONES FROM IMPORTED PARTS MANUFACTURED BY AN OVERSEAS AGENT OR PARTNER IN A JOINT VENTURE. THE COMPANY REQUESTS C.I.F. QUOTATIONS FOR PARTS AS WELL AS FOR SAMPLES OF ALREADY ASSEMBLED TELEPHONES. THE CONSIGNMENT WHICH THEY ARE PREPARED TO PAY FOR IS TO BE SENT TO THEM BY AIR-FREIGHT AT THE ABOVE ADDRESS.

THE COMPANY SEEKS QUOTATIONS ON AUTO TELEPHONES, TABLE, WALL INTERCOM, AND SECRETARIAL PLAN TYPES IN VARIOUS COLORS (BEIGE, BLACK, GREEN, WHITE, IVORY, RED GRAY, TWO TONE GREEN, AND TWO TONE GRAY) COMPLETE WITH SPARE PARTS TO ASSEMBLE UP TO 10 TELEPHONES OF EACH TYPE. ALL PHONES MUST CONFORM RIGIDLY TO THE BRITISH POST OFFICE STANDARD SPECIFICATIONS AND MUST BE CAPABLE OF WORKING ON STROWGER STEP-BY-STEP AND CROSS-BAR EXCHANGES WITH SPEED OF 30 M/S BREAK. IF THE QUOTATIONS ARE RIGHT, AND THE QUALITY OF THE PRODUCTS ACCEPTABLE, TEMCON WILL PLACE A SUBSTANTIAL ORDER THAT WOULD RUN INTO SEVERAL THOUSANDS.

ALTHOUGH TEMCON IS A NEWLY REGISTERED COMPANY, ONE OF ITS FOUNDERS IS WELL KNOWN TO THE CONSULATE AND CAN BE HIGHLY RECOMMENDED FOR HIS BUSINESS KNOWLEDGE AND INTEGRITY. RAPID EXPANSION OF EXISTING TELEPHONE SERVICES IS AN IMPORTANT PART OF NIGERIA'S 1975-80 DEVELOPMENT PLAN, AND TEMCON'S PROPOSAL CAN OFFER A GOOD POTENTIAL MARKET FOR A COMPETITIVE AMERICAN MANUFACTURER.

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